



NORTH AMERICAN
SUPPLY CHAIN
EXECUTIVE SUMMIT

NASCES18

September 11-12, 2018 | The Westin Chicago North Shore | Chicago, IL | scl-summit.com

AGENDA

SEPTEMBER 10, 2018

6:00 - 7:00 pm



Lineage™

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of the

Drinks Reception



SEPTEMBER 11, 2018

7:15 - 8:15 am

Registration and Breakfast

Sponsored By:  **DATTA** BOTICS

8:15 - 8:30 am

Chair's Welcome Address



Walter Charles
SVP & CPO
Allergan

8:30 - 9:05 am

Operational Transformation — The Google Way

- Shifting to a culture where people believe they can test innovative ideas and fail
- Scaling creativity: Building teams that behave with the entrepreneurial spirit and curiosity of a start-up
- Creating a space for people to foster their ideas while keeping risk low and managing the engine that drives the organization



Daniel Kaulfus
Global Head of
Logistics & Operations
Google

9:05 - 9:40 am

Building Your Supply Chain Strategy to Ensure Customer Satisfaction

- Connecting the dots to understand what your customer wants from you
- Using customer-defined world class customer service to meet and exceed expectations
- Breaking down functional silos and increasing employee engagement to make everyone a contributor to continual improvement of the value chain
- Scaling up supply chain performance even in the face of shorter lead times and rising demand
- Demonstrating these tactics with real world examples



Kimberly-Clark



Sandra MacQuillan
SVP and
Chief Supply Chain Officer
Kimberly-Clark Corporation

9:45 - 10:20 am

Seizing the Summit in a Digital World

- How is technology changing the way we as supply chain leaders work and think?
- What should 'world-class' mean as we create flexible, scalable, global supply chains?
- Setting new goals and new performance metrics that challenge us to exceed the status quo
- Talking about leaders' roles and responsibilities as they transform their organizations
- Making sure the customer remains at the heart of what we do, even as we change how we do it



Daniel Myers
EVP, Global Integrated
Supply Chain
Mondelez International

ROOM 1 CHAIR



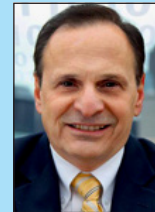
Walter Charles
SVP & CPO
Allergan

ROOM 2 CHAIR



Bart Talloen
VP Product Supply
Johnson & Johnson

ROOM 3 CHAIR



UIC
UNIVERSITY
OF ILLINOIS
AT CHICAGO

Matthew Liotine
Professor of Supply Chain
University of Illinois at Chicago

10:20 - 11:35 am

Pre-Arranged One-to-One Meetings

- 10:25 am – 10:45 am: Meeting Slot 1 / Networking
- 10:50 am – 11:10 am: Meeting Slot 2 / Networking
- 11:15 am – 11:35 am: Meeting Slot 3 / Networking

11:40 am - 12:15 pm

From the Plant Floor to the Balance Sheet: A Case Study on a World-Class Business Performance System

- Thinking differently about supply chain performance measurements and problem-solving with zero-loss thinking
- Creating and sustaining a culture of engagement within decentralized supply chains
- Defining the foundational components to supply chain excellence for global manufacturers

**WORKSHOP
BREAKOUT
ROOM 1**



Phil McIntyre
Managing Director,
Client Development & Marketing
Performance Solutions by Milliken

11:40 am - 12:15 pm

**WORKSHOP
BREAKOUT
ROOM 2**

Case Study: Reinventing Customer Success for Today's Digital Supply Chain

- Walking through Mohawk's experience growing their business and setting the stage for future success in a competitive marketplace currently facing declining demand
- Reinventing the relationship between suppliers, manufacturers, and customers by rethinking how supply chains function and serve all stakeholders
- Taking a people-first strategy followed by strong processes leveraging the right technologies to deliver game-changing improvements
- What can Mohawk do today that it could not do five years ago? What will it be able to do five years from now that it cannot do today?
- Offering lessons learned and best practices that other companies can take away from Mohawk's experience



John Angleson
*SVP of Supply Chain
Mohawk*



Pat Smith
*General Manager
ToolsGroup*

11:40 am - 12:15 pm

**WORKSHOP
BREAKOUT
ROOM 3**

From the Farm to the Table: Leveraging SAP IBP for Orchestrating Demand & Supply Planning

- Demand Planning – Manage Forecasts that not only leverage advanced statistical models offered by IBP & consensus Demand planning process but also how existing contracts received from Customers can influence the Final Demand Plan thereby increasing Forecast Accuracy
- Supply Planning – Generate an Optimized Supply Plan (Procurement, Production & Transportation) that can be published to SAP ERP for execution considering various influencing factors like Forecast, Sales Orders, Contracts, Inventory Targets etc.
- Product Availability – Ability to provide crucial inputs to planners that are used to come up with Product Mix for Finished Goods leveraging Version & Scenario capabilities in SAP IBP



Steven Birgfield
*VP, Information Technology
and Services
Blue Diamond Growers*

12:20 - 12:55 pm

**BREAKOUT
ROOM 1
SUPPLY CHAIN
STRATEGIES**

Preparing Your Supply Chain Organization for Growth by M&A

- Redefining fast by transforming how M&A and Supply Chain strategy are used to drive growth and new capabilities to respond to market trends
- A new standard of execution: Integrating new acquisitions into large, global organizations with quality and speed
- Managing the technical complexity of integration without disrupting KPIs driving operational performance



Aisha Steptoe
*Group Director, System
Transformation Operations
The Coca-Cola Company*

12:20 - 12:55 pm

**BREAKOUT
ROOM 2**
PERFORMANCE
MANAGEMENT



UTC Aerospace Systems

Leveraging Talent, Processes, and Systems with Lean Methodologies

- Analyzing areas through the supply chain where an automation overhaul makes sense
- Prioritizing capital investments that will increase sales while continuing to lower costs
- People and Automation: What is the best mix to achieve optimal ROI along with corresponding increases of productivity, speed to market, and reductions in cost?



Felica Coney

*VP, Operations, Quality, EH&S
— Interiors, Actuation, Propeller Systems
UTC Aerospace Systems*

12:20 - 12:55 pm

**BREAKOUT
ROOM 3**
SOURCING &
PROCUREMENT

Fact-Based Negotiations

This presentation will include the following:

- Burning Platform
- Organizational Changes
- Process/Governance
- Results
- Lessons learned

CATERPILLAR



Doug Weston

*Director, Purchasing
Caterpillar*

12:55 - 1:55 pm Lunch-And-Learn Roundtable Discussions

Themed lunches are sponsor- or delegate-led roundtable discussions on specific industry issues and challenges during Day One's lunch hour. Each roundtable will be led by an expert in the field. Limited seating is available, so please sign up for your preferred topic on site. Choose from:

**Great Supplier Delivery Performance
in a Constrained Supply Chain World**

**ACE
Hardware**



Kevin Kryscio
*Sr. Director,
Supply Chain
Ace Hardware*

**Optimizing Inventory Levels
with Prescriptive Analytics
and Monte Carlo Simulation**

**Vanguard Software™
CORPORATION**

Brian Lewis
*EVP
Vanguard Software*

**Promoting Advocacy in Employee
Engagement: Benefits to
Development**



Amy Gerberi
*VP, Operations
National DCP*

**Improving Visibility on Supply Chain
and Cold Chain Operations**

**Abbott
Diagnostics**



Ashok Theyver
*Sr. Director, Global
Logistics
and Distribution
Abbott Diagnostics*

**Best Practices for Improving
Visibility Across Manufacturing,
Sourcing and Logistics Functions**



GE APPLIANCES
a Haier company



Bill Good
*VP, Supply Chain
Network
GE Appliances,
a Haier Company*

**Driving Business Value Through
Sales and Operations Planning**

Lubrizol



Arul Mathew
*Global
Supply Chain
Director
Lubrizol*

**Collaborative Data Management:
Multi-Function Alignment
to Drive Business Outcomes**



BOSCH



Rajeev Roy
*Director, Aftermarket
Purchasing & Quality
Robert Bosch LLC*

**New Technology: Endless
Possibilities, Limited Resources**



CONVERSE



Luis Nava
*Sr. Director,
Global Sourcing
and Manufacturing
Nike Inc. – Converse*

**Cost to Serve: End-to-End
Supply Chain Optimization**

CORNING



Gilles Bertrand
*Director, Global
Supply Chain
Transformation
Corning Inc.*

**Prescriptive Analytics:
Reveal the Value of
Complex Trade-off Decisions**

RL RIVERLOGIC

**Accelerate Brand Growth
Through Agile Customization**

nulogy

**Can Your S&OP System
Execute the Plan?**



ADEXA

**Supply Chain 2025:
A Roadmap to the Future**

ORACLE®

Brian McDonald
*Director, Industry Marketing
Discrete Industries
Oracle*

1:55 - 2:30 pm

Ultra-Fast Delivery of the World's Largest Selection

- How digital is enabling better OTIF without sacrificing margins and cash
- Shorter cycle times at lower costs through automation and robotics
- The role of scale and asset utilization in transforming Last Mile performance

amazon



Timothy Collins
*VP, Worldwide Logistics
Amazon*

2:35 - 3:10 pm

**WORKSHOP
BREAKOUT
ROOM 1**

Utilizing Technology to Elevate Supply Chain and Logistics Teams

- Technology should empower companies to have full end-to-end control of their supply chain, on a product level. This allows the company to have efficient inventory allocation
- Achieving SKU-level granularity through a tech-enabled freight forwarder allows companies to reduce working capital
- Reporting and analytics of the supply chain accessible by a web-based dashboard allows companies to have more efficient communication with relevant stakeholders to make data-driven decisions and have a competitive edge
- Keeping up with consumer's expectations as freight forwarders and asset owners

FLEXPORT



Julie Harris
VP, Global Key Accounts
Flexport

2:35 - 3:10 pm

**WORKSHOP
BREAKOUT
ROOM 2**

How Blockchain is Advancing a New Era of End-to-End Transparency in Global Supply Chains

- Explaining how distributed ledger technology is a game-changing new tool for supply chain executives
- Highlighting some early adapters who are already incorporating blockchain technology into their supply chains
- Offering real-world examples of what blockchain-enabled supply chains will allow us to do better than ever before
- How should our profession incorporate blockchain into our existing best practices and standard operating procedures?
- What is the future for this new trend? How common and widespread will this become in the future?



Stephen Rogers
VP, Blockchain Initiatives
for Supply Chain
IBM

2:35 - 3:10 pm

**WORKSHOP
BREAKOUT
ROOM 3**

Too Important to Fail: How to Ensure Improvement Projects Drive Sustained Success

- Readiness assessment – Don't invest in a project the organization is not ready to implement, own, and operate
- Governance structure – Put in place a process for raising issues to senior leadership when problems threaten timely implementation and successful operation
- Wellness checks – After implementation, create an assessment and reporting system to ensure sustained results even when people and leaders change jobs



Crystal Lee
Principal
Oliver Wight

3:15 - 4:25 pm

Pre-Arranged One-to-One Meetings

3:15 pm – 3:35 pm: Meeting Slot 4 / Networking

3:40 pm – 4:00 pm: Meeting Slot 5 / Networking

4:05 pm – 4:25 pm: Meeting Slot 6 / Networking

4:30 - 5:05 pm

Enable an Intelligent Digital Supply Chain to Transform Your Business

- Illustrating how digital supply chain processes are evolving from aggregation to individualization, which drives the need to plan make and deliver individualized products so businesses remain customer focused
- Demonstrating that companies need to move from responsive to predictive business processes and increase efficiency and throughput to be more agile
- Analyzing and managing data in real time to provide the total visibility needed to connect the entire supply chain and improve customer service
- Learning how a digital supply chain that is intelligent, flexible, and connected enables organizations to transition from cost savings and efficiency to a differentiated strategy

THE BEST RUN



Hans Thalbauer
SVP, Digital Supply Chain
& Industry 4.0
SAP

5:05 - 5:40 pm

Value Creation for Consumers and Customers in a Fiercely Competitive Environment

- Demonstrating how supply chain can transform itself to reach new consumers and support the delivery of brand promises
- Discussing how to step change SC agility and value creation through digitization
- Showcasing how we can become a tech company that sells branded consumer goods



Reginaldo Ecclissato
*EVP Supply Chain Americas
and UASCC Chairman*
Unilever

5:40 - 5:45 pm

Chair's Closing Address



Walter Charles
SVP & CPO
Allergan

5:45 - 7:00 pm



SEPTEMBER 12, 2018

7:30 - 8:25 am

Registration and Breakfast

Sponsored By: **DATA BOTICS**

8:25 - 8:40 am

Chair's Welcome Address



Walter Charles
SVP & CPO
Allergan

8:40 - 9:15 am

Flow Optimization: Matching Transportation Needs with the Right Regional and National Carriers

- Delivering sustained cost improvements through a relentless focus on shortening the value chain
- Determining which technologies will enable our goals for efficient growth, operating discipline, and strategic capital allocation
- Why foresight and predictability are indicative of process quality, and how data is helping us get to revenue faster with fewer handoffs
- Ensuring long-term DC and warehouse capacity through optimized product availability

NORDSTROM



Brent Beabout
Chief Supply Chain Officer
Nordstrom

Panel Discussion: The War for Talent - Fighting for and Keeping the Best People as Technology Speeds Ahead

- Turning the focus inwards and developing an upskilling strategy that incentivizes each team member to take control over their own development
- How do you get people who are risk averse by training and temperament to believe they can try something completely different, new, or untested?
- Is our sensitivity to risk at the heart of why we have more technology than people stationed to manage it?



Troy Ellis
EVP, Supply Chain
Domino's Pizza Inc.



Scott Jeffers
Corporate VP,
Enterprise
Operations
Quest Diagnostics



Walter Charles
SVP & COO
Allergan



Tim Sheppard
VP
Samsung
Electronics

BREAKOUT ROOM 1 SUPPLY CHAIN STRATEGIES

Supply Chain Transformation as a Competitive Advantage

Driving aggressive SC transformation is one of the strategic elements needed to deliver a step Change in Productivity and cash towards world-Class levels. We will cover our experience and learning on this particular subject including:

- Sources of productivity and cash:
 - Enemies of SC: Touches and Time
- What is the case for change?
 - How good is good?
 - Understanding the need for benchmarking
- SC transformation is a journey That needs to be perfectly integrated at the highest strategic level
- Showcasing these points with Mondelez's success story and learning



Mike Gomes
Director, Supply Chain
Reinvention
Mondelez International

BREAKOUT ROOM 3 SOURCING & PROCUREMENT

Intel's Supply Chain: Harnessing the Power of AI and Big Data

- Offering an overview of Intel's corporate strategy for digital transformation
- Discussing how a supply chain organization with 19,000 suppliers in 100 countries transforms raw data into forward-thinking insights
- Illustrating our journey with these new descriptive, diagnostic, predictive, prescriptive, and cognitive tools
- Demonstrating ROI: What are we doing now that we could not do before? What are we going to be able to do next?
- Sharing our success. What is the recipe for big results?



Alyson Crafton
VP, Information Technology,
Enterprise Business Solutions,
Director Source to Deliver Value Stream
Intel Corporation

10:30 - 11:30 am

Pre-Arranged One-to-One Meetings

10:35 am – 10:55 am: Meeting Slot 7/Networking

11:00 am – 11:20 am: Meeting Slot 8/Networking

10:30 - 11:05 am

Industry Focus Groups

Industry focus groups are moderated conversations among executives who share a common interest and want to discuss a series of relevant issues that are too specific for a summit-wide town hall Q&A. Hosted by a thought leader with extensive experience and expertise on the topic at hand, these focus groups will ask the right questions and crowd-source innovative answers from an open forum attended by interested and engaged peers.

AEROSPACE AND DEFENSE FOCUS GROUP

Refining Strategic Sourcing
in the Era of Intelligent Analytics

Raytheon



David Wilkins

VP, Contracts and Supply Chain
Raytheon Company

WOMEN IN SUPPLY CHAIN FOCUS GROUP

Successful Strategies to Attract, Develop,
Support, and Retain Top Talent Among
Female Supply Chain Executives

Johnson & Johnson



Cornelia Coles

VP, JJOS Product Supply Execution
Johnson & Johnson

CPG / CONSUMER ELECTRONICS FOCUS GROUP

Strategies to Optimize Supply Chains from End to End
to Minimize Inventory and Drive Cash Flow

BOSE



Bryan Fontaine

EVP, Global Operations
Bose Corp

11:35 - 12:10 pm

Case Study: Red Wing Shoe Company Makes Giant Steps with SIOP

Red Wing Shoe Company will discuss how the company has created a demand-driven supply chain and taken huge steps to increase forecast accuracy, reduce inventory, improve fill rates, boost collaborative visibility with key suppliers, and accelerate a productive sales inventory and operations planning (SIOP) cadence.

- Learn how to drive operational excellence through supply chain processes
- Hear how to create a demand-driven supply chain
- Get tips on how to create or fine tune your SIOP (or S&OP) process

**WORKSHOP
BREAKOUT
ROOM 1**



Mallery Dosdall

Demand Planning Manager
Red Wing Shoe Company

11:35 - 12:10 pm

**WORKSHOP
BREAKOUT
ROOM 2**

Fix the Data Disaster in Your Business to Realize Key Benefits that Maximize Enterprise Speed to Revenue

Learn how successful companies are leveraging critical data from across the supply chain with an Enterprise Cloud Backbone to eliminate risk to their brands and reputations, and accelerate revenues.

- Unify existing data and technologies
- Break down information silos and harmonize across enterprise systems
- Enable collaboration across your extended enterprise
- Increase return on existing IT investments
- Optimize go-to-market and maximize speed to revenue



ICIX



Matt Smith
*President and Founder
ICIX*

11:35 - 12:10 pm

**WORKSHOP
BREAKOUT
ROOM 3**

Is Your Company Taking Full Advantage of Canadian Market Opportunities?

U.S. businesses understand that Canada is the top export market for U.S. goods, but most are unaware that tremendous innovation in logistics and customs efficiency have made Canada an even more attractive option. For example, did you know:

- U.S.-based ground shipments can arrive in Canada days faster than what was previously considered “regular service”
- Many U.S. businesses source inventory for Canadian customers – both B2B and B2C — from their U.S. distribution centers?
- Thanks to recent changes in U.S. law, it is now easier than ever before to obtain “drawback” – refunds on certain import duties and fees

Whether or not your business currently exports to Canada, all businesses can benefit from this insightful update on recent trends in cross border trade and logistics capabilities



John Costanzo
*President
Purolator
International*

12:15 - 12:50 pm

Is Supply Chain Speed a Competitive Advantage?

- How Walmart will achieve a digitally-connected Supply Chain and deliver seamless product flow from suppliers to our customer
- Not every product is created equal, at Walmart we make data informed trade-offs to ensure the customer always wins
- Challenges that come with balancing speed-to-shelf and cost efficiency



Kathryn McLay
*SVP, US Flow
Walmart*

12:50 - 1:50 pm Lunch-And-Learn Roundtable Discussions

Themed lunches are sponsor- or delegate-led roundtable discussions on specific industry issues and challenges during Day Two's lunch hour. Each roundtable will be led by an expert in the field. Limited seating is available, so please sign up for your preferred topic on site. Choose from:

**Supplier Review: How to Prioritize
Suppliers Based on Risk**



Michael Leaser
*Director,
Global Distribution
and Transportation
Moen*

**Sales and Supply Chain Teams
Collaborating for Change**



Matt Waikel
*VP, Global Supply Chain
IMMI*

**Building Carrier Capacity Despite
Driver Shortages**

ULINE



Angelo Ventrone
*VP, NA Logistics
Uline*

Supplier Relationship Management
Strategies

KOHLER®



Dennis Snyder
General Manager
- Lighting and
Decorative Hardware
Kohler

Small Parcel Delivery Optimization:
National Versus Regional Carriers

BARK



Scott Powell
VP, Supply Chain
BARK

The Bridge to Blockchain,
a Platform for Orchestrating
Multi-Enterprise Networks



One Network Enterprises™

Geoff Annesley
EVP Strategy & Blockchain
One Network Enterprises

Digital Business Planning
in the Intelligent Enterprise

THE BEST RUN



Martin Barkman
VP, Global Head of Digital Business
Planning Solutions
SAP

Merging Your Supply Chain Security,
Performance, and Quality
and Compliance Programming
Through Improved Visibility



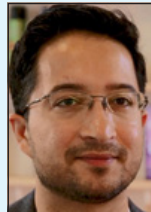
1:50 - 2:25 pm

Thinking Strategically About Supply Chain Risk Assessment and Management

- Why do so many supply chain organizations struggle when they discuss Risk Management internally?
- Understanding the importance of accountability, communication, and collaboration between stakeholders when we talk about Risk
- Offering best practices in identifying and managing supply chain risk factors
- What is the right way to apply risk assessment and management to minimize or eliminate potential negative impacts?
- Walking through real-world examples where implementing a risk-based supply chain strategy and making risk management part of the culture has paid enormous dividends

**BREAKOUT
ROOM 1**
SUPPLY CHAIN
STRATEGIES

L'ORÉAL



Anish Buch
VP Supply Chain,
Consumer Products
L'Oréal

1:50 - 2:25 pm

Next Generation Cognitive Enterprise: Supply Chain and Operations Reinvented in the Cognitive Era

- What is a Cognitive Enterprise, and how can AI solutions change the way businesses function?
- Discussing cognitive analytics and IBM's implementation of a Cognitive Enterprise Data Lake
- Mapping out the journey of a Cognitive Enterprise: What are the new supply chain capabilities and the business value being driven?
- Showcasing IBM's experience and other case studies where this transformation is already making a big impact

**BREAKOUT
ROOM 2**
PERFORMANCE
MANAGEMENT



Joseph Selle
Associate
Partner, Cognitive
Transformation
& Operations
IBM

2:30 - 3:05 pm

Speed to Market - How to Reduce Order Turn Times in Distribution Centers

- Logistics On-Demand: The technologies driving next generation fleet management
- What real-time supply and demand matching looks like in a digital transportation network
- Leveraging the sharing economy to reduce waste and empty miles
- What are the new variables impacting delivery costs, and how can we use data to advise on operational changes without impacting the customer?



Greg James
*VP, Supply Chain
Distribution
Operations
VF Corporation*

3:05 - 3:40 pm

Panel: Supply Chain Strategies for a New Era of Tariffs, Trade Disputes, and a Shifting Geopolitical and Macroeconomic Landscape

- Debating the size and scope of the impact today's trends may have on our companies' long-term plans and objectives
- Discussing the importance of communication and leadership as we navigate our supply chain organizations through turbulent times
- How are we staying informed and updated on what we need to know during a period of rapid change?
- Understanding our options as we create and implement contingency plans for a number of possible future business conditions
- What should we be doing right now to prepare ourselves for next quarter, next year, and where we might be five years from now?



Chris Pickett
*Sr. Director Tier
1 Logistics
Anheuser-Busch
InBev*



PEPSICO



Philippe Reale
*Former SVP, Mexico
Supply Chain
Operations
PepsiCo*



Karim Bilal
*Head of Americas
Transportation & Warehousing
STMicroelectronics*

3:40 - 3:45 pm

Chair's Closing Address



Walter Charles
*SVP & CPO
Allergan*